



JOB PROFILE

Job Title: Business Development Manager	
Report To: Managing Director	Date: 02/08/2018
Location: Unit 2, Edward VII Quay, Navigation Way, Preston, PR2 2YF	
Salary: Competitive basic salary plus bonus (Package depends on experience and ability of candidate)	
<p>Job purpose</p> <p>PFP Energy is looking for a highly motivated and confident Business Development Manager to join our rapidly growing energy supply business. Reporting directly to the Managing Director, the successful candidate will lead the development and implementation of sales strategies, routes to markets and delivery plans to support the business to achieve its customer acquisition and retention objectives of business-to-business (B2B) and business-to-consumer (B2C).</p>	
<p>Key Accountabilities</p> <ul style="list-style-type: none"> • Creating sales proposals and ROI • Meeting and exceeding sales targets • Developing and securing new and existing business through profitable sales, in line with company policy and business plans • Devise and implement acquisition strategies for various B2B and B2C routes to market • Work closely with the B2C and B2B operations and the change team, ensuring the business has the tools to manage new business opportunities effectively • Implement new sales campaigns • Build client base • Constantly improve product and industry knowledge • Mentoring and training of sales managers • Devise sales scripts • Compile and submit detailed sales reports on a weekly and monthly basis • Maintain and build TPI relationships • Manage TPI commissions 	

Skills/Knowledge/Experience

- 2/3 years' experience in a similar role
- Ability to build and thrive in a fast past sales environment
- Self-Management
- Extremely confident
- The experience to be able to communicate at all levels, whether it be negotiating with prospects, your team or with senior management.
- Excellent communication and written skills
- Effective organisational ability
- Strong contract negotiation skills
- Winning mentality
- The business mind to make commercial decisions in-line with the senior management team
- A cheerful and outgoing personality and a willingness to learn and take on-board new skills and products.
- Proven sales experience (industry experience not required)
- Target driven and total focus on achieving targets and helping grow the business
- Numerate and accurate with ability to solve detailed problems and use own initiative
- Experience in business development
- Pace and ambition
- Efficient IT knowledge (MS Office)

Benefits

- Significant OTE potential
- Job Type: Permanent
- Excellent working environment
- Great career opportunities
- 22 Days leave plus 8 bank holidays
- Pension plan
- Free tea and coffee making facilities